Completed Medium to Large Deals - Expansion: Total # Jobs
Economic Development

KPI Owner: Rebecca Fleischaker | **Process: Business Expansion**

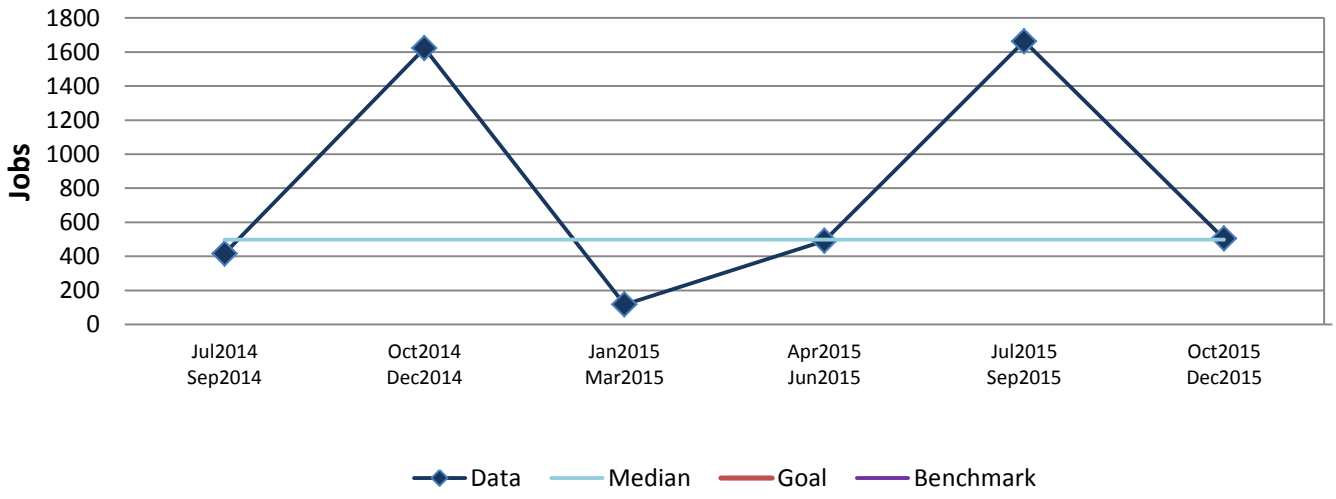
Baseline, Goal, & Benchmark	Source Summary	Continuous Improvement Summary
Baseline: TBD Goal: TBD Benchmark: TBD	Data Source: SalesForce Goal Source: TBD Benchmark Source: TBD	Plan-Do-Check-Act Step 1: Define the problem Measurement Method: Sum of company reported data Why Measure: Jobs added by existing Louisville businesses improves local economy and aligns with Metro Goal #7 Next Improvement Step: Increase total number of jobs added by existing Louisville businesses

How Are We Doing?

Jul2014-Dec2015 Goal	Jul2014-Dec2015 Actual		Oct2015-Dec2015 Goal	Oct2015-Dec2015 Actual	
TBD	4,815		TBD	504	
Jobs	Jobs		Jobs	Jobs	

Completed Medium to Large Deals - Expansion: Total # Jobs

Good



The seven basic quality tools, "5 Whys" technique, brainstorming and other methods will be applied to the measure graphed above. The purpose of using the tools/methods is to understand what makes performance less than desirable if performance is not best in class.